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JPAB,EPAB,DWPI,TDBD	(priority NEAR7 (merchant or trader or vendor or buyer)) and @PD<19990218	3	<u>L8</u>	Searched through
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JPAB,EPAB,DWPI,TDBD	(first ADJ (look or refusal)) and @PD<19990218	127	<u>L6</u>	Searched through
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USPT	(5838812.pn. or 5870723.pn.) and ((first ADJ look) or (first ADJ refusal))	2	<u>L3</u>	Searched through
USPT	L1 and (buy\$ or sell\$)	106	<u>L2</u>	Searched through
USPT	first ADJ (look or refusal)	1341	<u>L1</u>	

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11/13/2000

Set	Items	Description
S1	5	AU=WALKER J? OR WALKER, J? OR SPARICO T? OR SPARICO, T? OR WISSE, R? OR WISSE R?
S2	9637490	SELL? OR VEND? OR MERCHANT? OR STOR? OR SHOP? OR MARKET? OR AIRLINE? OR (TICKET? OR TRAVEL) ()AGEN?
S3	628189	S2(5N) (CUSTOMER? OR SHOPPER? OR CONSUMER? OR BUYER? OR CLIENT?)
S4	32620	S3(5N) (SELECT? OR CHOOS? OR PRIORIT? OR IDENTIF? OR FIND? - OR LOCAT? OR MATCH?)
S5	7559	S4(S) (VOLUME? OR QUANTIT? OR MARKET()SHARE? OR MOST? OR HIGH? OR LOW? OR FEWER? OR LEAST? OR LESS?)
S6	217272	RANDOM? OR PSEUDORANDOM?
S7	2029	S5(5N) (FARE? OR RATE? OR PRIC? OR COST? OR CHARG? OR FEE OR FEES OR QUOT?)
S8	3141993	AGEN? OR THIRD()PART? OR BROADCAST()BUREAU?
S9	5870984	CONDITION? OR CPO OR TERM OR TERMS OR REQUEST? OR SPECIF? - OR RESTRICT? OR QUALIFIER?
S10	87874	(FIRST? OR INITIAL? OR PREFER?) (N) (LOOK? OR REFUS? OR CHANCE? OR OFFER?)
S11	0	S1 AND S2 AND S3 AND S4
S12	108	S7(10N) (S6 OR S8 OR S9 OR S10)
S13	52	S7(10N)S9
S14	5	S13(S) (S6 OR S8 OR S10)
S15	16	S13 AND (S6 OR S8 OR S10)
S16	16	RD S15 (unique items)
S17	12	S16 NOT PY>1998
S18	10	S17 NOT PD>980218
File 635:Business Dateline(R) 1985-2000/Nov 11 (c) 2000 Bell & Howell		
File 570:Gale Group MARS(R) 1984-2000/Nov 13 (c) 2000 The Gale Group		
File 47:Gale Group Magazine DB(TM) 1959-2000/Nov 13 (c) 2000 The Gale group		
File 146:Washington Post Online 1983-2000/Nov 09 (c) 2000 Washington Post		
File 387:The Denver Post 1994-2000/Nov 10 (c) 2000 Denver Post		
File 471:New York Times Fulltext-90 Day 2000/Nov 13 (c) 2000 The New York Times		
File 492:Arizona Repub/Phoenix Gaz 19862000/Nov 05 (c) 2000 Phoenix Newspapers		
File 494:St LouisPost-Dispatch 1988-2000/Nov 13 (c) 2000 St Louis Post-Dispatch		
File 498:Detroit Free Press 1987-2000/Nov 10 (c) 2000 Detroit Free Press Inc.		
File 630:Los Angeles Times 1993-2000/Nov 12 (c) 2000 Los Angeles Times		
File 631:Boston Globe 1980-2000/Nov 10 (c) 2000 Boston Globe		
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File 638:Newsday/New York Newsday 1987-2000/Nov 11 (c) 2000 Newsday Inc.		
File 640:San Francisco Chronicle 1988-2000/Nov 13 (c) 2000 Chronicle Publ. Co.		
File 641:Denver Rky Mtn News Jun 1989-2000/Nov 09 (c) 2000 Scripps Howard News		
File 702:Miami Herald 1983-2000/Nov 10 (c) 2000 The Miami Herald Publishing Co.		
File 703:USA Today 1989-2000/Nov 10 (c) 2000 USA Today		
File 704:(Portland)The Oregonian 1989-2000/Nov 10 (c) 2000 The Oregonian		
File 713:Atlanta J/Const. 1989-2000/Nov 12 (c) 2000 Atlanta Newspapers		
File 714:(Baltimore) The Sun 1990-2000/Nov 10		

(c) 2000 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2000/Nov 13
(c) 2000 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2000/Nov 12
(c) 2000 The Plain Dealer
File 735:St. Petersburg Times 1989- 2000/Nov 01
(c) 2000 St. Petersburg Times
File 477:Irish Times 1999-2000/Nov 13
(c) 2000 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2000/Nov 13
(c) 2000 Times Newspapers
File 711:Independent(London) Sep 1988-2000/Nov 13
(c) 2000 Newspaper Publ. PLC

18/3,K/1 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2000 Bell & Howell. All rts. reserv.

0092168 89-15923

**Evans Tire & Service Centers Initiates Aggressive New Marketing Strategy;
Vows to Undersell All Competitors**

Freisleben, Jerry
Business Wire (San Francisco, CA, US) s1 p1
PUBL DATE: 890417
WORD COUNT: 411
DATELINE: Phoenix, AZ, US

TEXT:

...the company.

As part of the new pricing strategy, which comes in response to competitive **conditions** in the **marketplace**, Evans Tire pledges that if **customers** find a **lower** advertised **price** within 30 days, it will beat the amount or refund the full purchase price of...

...pitchmen. The two radio characters, the creation of Evans Tire's Los Angeles-based advertising **agency**, blend old-time radio comedy -- recalling the teams of Abott and Costello or Burns and...

18/3,K/2 (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2000 Bell & Howell. All rts. reserv.

0092123 89-15878

**Evans Tire & Service Centers Initiates Aggressive New Marketing Strategy;
Vows to Undersell All Competitors**

Freisleben, Jerry
Business Wire (San Francisco, CA, US) s1 p1
PUBL DATE: 890414
WORD COUNT: 411
DATELINE: Phoenix, AZ, US

TEXT:

...the company.

As part of the new pricing strategy, which comes in response to competitive **conditions** in the **marketplace**, Evans Tire pledges that if **customers** find a **lower** advertised **price** within 30 days, it will beat the amount or refund the full purchase price of...

...pitchmen. The two radio characters, the creation of Evans Tire's Los Angeles-based advertising **agency**, blend old-time radio comedy -- recalling the teams of Abott and Costello or Burns and...

18/3,K/3 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2000 The Gale Group. All rts. reserv.

00005851 Supplier Number: 47875081 (USE FORMAT 7 FOR FULLTEXT)

1996: price hikes push sales; real growth nominal

Maras, Elliot
Automatic Merchandiser, p30
August, 1997
ISSN: 1061-1797
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 4232

... struggled with in 1996 are long-term challenges that won't disappear in the near term. These include higher labor costs, higher product costs, a shrinking customer base, location downsizing, and consumer resistance to higher prices.

Vending operators have been able to forget many of these problems for much of 1997, thanks...

...discounting inflation, was about 1.6 points. The report, based on questionnaires completed by a random sampling of Automatic Merchandiser readers, indicated vending operators were slow to take advantage of some...

18/3,K/4 (Item 1 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

05089195 SUPPLIER NUMBER: 20301226 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Medical monopoly: protecting consumers or limiting competition?
Blevins, Sue A.
USA Today (Magazine), v126, n2632, p58(3)
Jan, 1998
ISSN: 0161-7389 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3368 LINE COUNT: 00293

... form of regulation, requiring individuals to file their names, addresses, and qualifications with a government agency before practicing.

Professional health care associations have been influential in setting the standards for licensure...

...The Federal reimbursement regulations appear not to be based on empirical evidence. The government's Agency for Health Care Policy and Research released national guidelines in 1995 that recommend spinal manipulation...substitute nurse practitioner care for physician services. Instead, they argue that Americans should not be restricted from choosing low-cost alternative practitioners and forced to subsidize an oversupply of highly specialized physicians. Let nurse practitioners... managing back problems among elderly Americans.

These restrictions apply even though the Federal government's Agency for Health Care Policy and Research (AHCPR) has released national pain guidelines recommending spinal manipulation...

...by using noninterventionist approaches for managing back pain if just 20% of practitioners followed the agency's recommendations.

In 1976, four chiropractors filed an antitrust lawsuit against the AMA, five of...

18/3,K/5 (Item 2 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

04371621 SUPPLIER NUMBER: 17603708 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Contracting for power. (electricity purchasing contracts)
Berry, David; Keene, Barbara
Business Economics, v30, n4, p51(4)
Oct, 1995
ISSN: 0007-666X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2994 LINE COUNT: 00244

... A variant on direct access is the case where the local utility acts as an agent for the consumer in shopping around for electricity. The consumer identifies energy suppliers from whom...that the buyer's or seller's production process is no longer viable at suddenly higher fuel prices. Should fuel prices bolt upward, there would likely be breaches of long-term contracts.

Lesson 7. To get a lower price, consider lower quality service. If a consumer...performance is poor.(2)

Lesson 13. Beware the moral hazard in using a buyer's agent. If a

consumer employs an **agent** to plan electric energy service for the consumer, the **agent** may be motivated to pursue his or her own ends, not the electricity consumer's...

18/3,K/6 (Item 3 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

04210459 SUPPLIER NUMBER: 16709308 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The library's product and excellence. (Marketing of Library and Information Services)
Bushong, Mary C.
Library Trends, v43, n3, p384(17)
Wntr, 1995
ISSN: 0024-2594 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 7498 LINE COUNT: 00612

... as contracted services from other providers for which the library serves as a type of **agent** for the client. Products might be electronic information or access to information actually held by...allocated when, by changing the mix of the allocation, you are unable to achieve a **higher** user/audience satisfaction **rate** " (p. 33). In other words, excellence is measured in **terms** of product effectiveness in response to client needs. As mentioned earlier, for libraries the discussion...

...storehouses, and the availability of product lines for even the smallest libraries that are really **agents** or access channels to materials, information, and services located elsewhere, the notion of product is... example, in explaining the need for speed in conjunction with accuracy, she says that "an **agency** that can provide an accurate product which can be delivered rapidly and with a minimum...Chicago, IL: American Library Association. Weingand, D. E. (Ed.). (1983). Marketing for libraries and information **agencies** . Norwood, NJ: Ablex Publishing. Weingand, D. E. (1984). The organic public library. Littleton, CO: Libraries...

18/3,K/7 (Item 4 from file: 47)
DIALOG(R)File 47:Gale Group Magazine DB(TM)
(c) 2000 The Gale group. All rts. reserv.

04204826 SUPPLIER NUMBER: 16553863 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Let's make a deal. (shopping for a new PC) (includes related articles on tips for smart shopping, remanufactured PCs, swap meets, auctions and technical support) (Tutorial)
Tynan, Daniel
PC World, v13, n3, p190(8)
March, 1995
DOCUMENT TYPE: Tutorial ISSN: 0737-8939 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 5073 LINE COUNT: 00372

...ABSTRACT: companies offer sophisticated technology at bargain prices, although users are buying sight unseen and shipping **costs** can be **high** . Many direct-mail firms build PCs to the user's **specifications** . Local retailers offer knowledgeable help and may negotiate the price, but the quality of service...

... idea to investigate the store by calling the Better Business Bureau and other local consumer **agencies** . Find out how long the store's been in business and ask for references from...

18/3,K/8 (Item 1 from file: 146)
DIALOG(R)File 146:Washington Post Online
(c) 2000 Washington Post. All rts. reserv.

105275
REAL ESTATE MAILBAG

The Washington Post, October 19, 1985,

By: By Robert J. Bruss, DEAR BOB: Almost five years ago, we foolishly bought a 12-unit apartment building for \$145,000 in a low-income part of town. It was a fantastic bargain, priced at only five times the gross income. Now we know why. It has been a constant management headache trying to collect rent from deadbeats, drunks, rapists and murderers. Keeping a resident manager has been a battle too. For the last year, we have had the building listed for sale at \$175,000, which is the amount a p

Section: E, p. 22

Line Count: 210 Word Count: 2309

... accepted by the seller but contingent upon our getting a new mortgage. Although the realty **agent** tried very hard, she couldn't get us qualified at any of the local lenders...

...in a worse panic due to their heavy losses.

Frankly, I am surprised your realty **agent** couldn't arrange a new home loan for you. Virtually every town has its "lender...

...property, not the borrower, which is the real security for the loan.

Maybe your realty **agent** didn't shop hard enough for you; the smartest, most successful **agents** realize, "If you can't finance it, you can't sell it."

But another way...

... with seller financing, only one seller asked for a financial statement (she was a realty **agent**). The next house you inspect and want to buy, provide in your purchase offer for...DEAR BOB: Despite your persistent advice to home sellers not to sell without a realty **agent** , I foolishly tried to sell my home alone. I did the usual things such as...

... supermarkets and laundromats. A few buyers called, but most of the response was from realty **agents** looking for listings even though my ads said "principals only." However, one thoughtful realty **agent** had an unusual approach. She wrote me a nice letter, included details on recent sales...

...serious buyer so she could help me fill out the papers at no cost. This **agent** kept in touch every week or so. After about a month I decided to give up, so naturally I listed the house with this very helpful **agent** . She got the house sold within two weeks and I netted almost as much as...

...had sold the house myself. But I didn't realize all the work the realty **agent** does after the sale, so I'm very glad I listed. Perhaps your other readers...

... FSBO) experience. Now I think you can see why I recommend using a professional realty **agent** to market homes instead of trying to sell alone.DEAR BOB: Several times you've...

... back. Since most lenders do not want to keep the property, they often offer excellent **terms** such as low down payments and below-market interest **rates** to creditworthy **buyers** such as yourself. To **find** out about their REO (real estate owned) properties, contact the lender immediately after the foreclosure...

... monetary damages. Thankfully, most buyers and sellers quickly overcome their remorse, often with the realty **agent** 's help so the sale can close on schedule.

18/3,K/9 (Item 1 from file: 638)

DIALOG(R) File 638:Newsday/New York Newsday

(c) 2000 Newsday Inc. All rts. reserv.

05770128

NO JACKPOT THRIFT BAILOUT AGENCY HAS LITTLE FOR SALE HERE

NEWSDAY (ND) - Saturday September 22, 1990

By: Greg Steinmetz

Edition: ALL EDITIONS Section: REAL ESTATE Page: 02

Word Count: 1,947

NO JACKPOT THRIFT BAILOUT AGENCY HAS LITTLE FOR SALE HERE

TEXT:

...pulses quicken and their eyes light up.

RTC stands for Resolution Trust Corp., the government **agency** assigned to sell assets of failed savings and loans, including foreclosed properties.

...ll pay \$50,000 and get a property on Central Park South," Manhattan real estate **agent** Jo Elle Kalman said. "That's not the case."

Not only are the homes not...
...they're scarcely available here. Despite an avalanche of publicity about RTC real estate, the **agency** has little to offer in the New York metropolitan area. The most recent count shows the **agency** is selling just 18 properties in all of New York State. To put that in...

...Island foreclosures.

And, much to the disappointment of bargain hunters, the RTC, unlike other government **agencies** and sellers of foreclosed homes, is required by law not to flood the market with...

... failed, Montauk Manor's unsold units became RTC property. But rather than lowering prices, the **agency** is selling the units at the same prices Hill offered. Only five units remain.

To...

... The place is 15 minutes from downtown - and "that's in bad traffic," real estate **agent** B.G. Campbell said.

Such deals aren't found east of the Hudson.
THE RTC IS A CREATURE of last year's savings and loan bailout law. The **agency** is in charge of selling the loans, securities and foreclosed properties of failed S&Ls...

... the houseboats, chicken farms and other S&L exotica that show up in headlines.

The **agency** has \$164 billion in assets, making it the nation's second-biggest financial institution behind...

... and a three-bedroom vacation home in Quogue with a pool and tennis court. The **agency** has a few apartments in Queens, Brooklyn and Manhattan. Staten Island and the Bronx are...

... its way to the RTC, he said. Treasury Secretary Nicholas Brady has estimated that the **agency** eventually will take over between 700 and 1,000 S&Ls; the total at the...

...aren't fire sales. According to real estate lawyers, the RTC is the only government **agency** with a mandate to sell foreclosed homes at or close to market prices. Unlike the...

... In addition, the RTC is operating under strict rules not to dump properties for ridiculously low **prices**. Congress imposed the **restriction** to prevent the **agency** from further depressing already weak real estate markets.

That said, buyers will nevertheless find that...

... a better word, a more motivated seller than an individual," Margie Elstein, a real estate **agent** in Queens, said. Unlike the homeowner who flinches at selling for less than the asking...s hands.

A list of what the RTC is selling can be bought from the **agency** by calling (800)431-0600. The lists, which are updated each month, cost 10 cents...

...with whom the buyer deals.

A SEPARATE SET OF books describes properties sold through the **agency** 's Affordable Housing Disposition Program. The program is an attempt to make low-cost RTC...

... where 500 homes meet the criteria, the program has gotten a warm response. There, the **agency** has hooked up with the state to offer homeowners subsidized interest rates. Other states, but...

...realize they are not in tip-top condition," Armand Gadbois, a Palm Beach real estate **agent** , said.

People interested in buying foreclosed homes in the New York area will find plenty...

...Fairfield Properties and a member of the Federal Home Loan Bank Board, a quasi-government **agency** that provides financial services for S&Ls.

**

Uneven Odds

New York and other Northeastern states...

...small number of properties controlled by the Resolution Trust Corp., the savings and loan bailout **agency** . The number of properties the **agen** cy had for sale in selected states in April:

	Commercial	Land	Residential
--	------------	------	-------------

Arizona	349	6...	
---------	-----	------	--

... value of the properties on the books of the failed thrifts managed by the bailout **agency** .

(in billions)

Jan.	\$15.7
------	--------

Feb.	16.4
------	------

Mar.	16.0
------	------

April	16.3
-------	------

May...

18/3,K/10 (Item 1 from file: 711)
DIALOG(R) File 711:Independent(London)
(c) 2000 Newspaper Publ. PLC. All rts. reserv.

05654045

House for sale: or rent if unavoidable: In a slow-moving market, you may have no choice but to become a landlord. Andrew Bibby reports

Independent (IN) - Saturday, June 2, 1990

By: ANDREW BIBBY

Section: Weekend Property Page: 39

Word Count: 1,295

TEXT:

atsy and James Fraser **first** **looked** round The Neptune, an old canalside house converted from a former pub in the west...

... owners would really prefer to sell,' says John Birch of the long-established London letting **agency** Birch and Company. Conversely, he says, some people who in the past would have bought their own homes are now thinking in **terms** of renting. With **high** interest **rates** and little likelihood at present of houses appreciating in value, it can make good financial...

... minimum let of six months; this form of tenure is strongly recommended by most letting **agents** .

The good news for would-be landlords is that tenants may be easier to find...

... the moment. We can absorb more,' says Simon Matthews of Prudential Property, the largest letting **agent** in London. Also encouraging is the fact that tenancies can be arranged quickly, without the months of delay usually experienced in selling or buying. One **agent** said that a house could be successfully let within three weeks of becoming available.

But...

... paid on profits made from the tenancy, although you can offset legitimate expenditure, ranging from **agents** ' fees to cleaning or decorating costs. If the house is let furnished, a fixed 10...

...publishers, including Oyez and Estates Gazette), it is easier to call in a residential letting **agent** - although a reputable one is not cheap.

Kerry Bunce, a producer with television company Reg Grundy, decided to ask a letting **agent** to find a tenant for her Barbican flat in the City of London last autumn...

... another even larger one shared with her partner on their jointly-bought new home.

The **agents** , who put in an American couple for a six months' tenancy of the flat, charged...

...tenants defaulted.

For a further 5 per cent commission, Kerry Bunce could have asked her **agents** to undertake a full management service, including regular inspections and arranging repairs. She decided to...crockery and a coffee table. 'It must have cost about pounds 300,' she said.

Reputable **agents** (many will be members of the Association of Residential Letting **Agents**) will advise clients of the steps they need to take to spruce up their property...

...disaster. There's obviously a lot to being a landlord.

The Association of Residential Letting **Agents** ' list of members is available free from ARLA, 18-21 Jermyn Street, London SW1Y 6HP...

Set	Items	Description
S1	0	AU=WALKER J? OR WALKER, J? OR SPARICO T? OR SPARICO, T? OR WISSE, R? OR WISSE R?
S2	15814296	SELL? OR VEND? OR MERCHANT? OR STOR? OR SHOP? OR MARKET? OR AIRLINE? OR (TICKET? OR TRAVEL) ()AGEN?
S3	1636041	S2(5N) (CUSTOMER? OR SHOPPER? OR CONSUMER? OR BUYER? OR CLIENT?)
S4	88636	S3(5N) (SELECT? OR CHOOS? OR PRIORIT? OR IDENTIF? OR FIND? - OR LOCAT? OR MATCH?)
S5	23624	S4(S) (VOLUME? OR QUANTIT? OR MARKET()SHARE? OR MOST? OR HIGH? OR LOW? OR FEWER? OR LEAST? OR LESS?)
S6	204231	RANDOM? OR PSEUDORANDOM?
S7	5971	S5(5N) (FARE? OR RATE? OR PRIC? OR COST? OR CHARG? OR FEE OR FEES OR QUOT?)
S8	3700124	AGEN? OR THIRD()PART? OR BROADCAST()BUREAU?
S9	7772130	CONDITION? OR CPO OR TERM OR TERMS OR REQUEST? OR SPECIF? - OR RESTRICT? OR QUALIFIER?
S10	96388	*deleted* (FIRST? OR INITIAL? OR PREFER?) (N) (LOOK? OR REFUS? OR CHANC? OR OFFER?)
S11	4	S7(S)S10
S12	20	S7(S)S6
S13	246	S7(S)S8
S14	691	S7(S)S9
S15	108	S7(10N)S8
S16	220	S7(10N)S9
S17	2	S15(S)S16
S18	2	S15 AND S16
S19	61	S7(S)S9(S)S8
S20	695	S7 AND S9 AND S8
S21	7	S7(10N)S9(10N)S8
S22	31	S11 OR S12 OR S17 OR S21
S23	25	RD (unique items)
S24	14	S23 NOT PY>1998
File 636:Gale Group Newsletter DB(TM) 1987-2000/Nov 13		
(c) 2000 The Gale Group		
File 621:Gale Group New Prod.Annou.(R) 1985-2000/Nov 13		
(c) 2000 The Gale Group		
File 16:Gale Group PROMT(R) 1990-2000/Nov 13		
(c) 2000 The Gale Group		
File 148:Gale Group Trade & Industry DB 1976-2000/Nov 13		
(c)2000 The Gale Group		
File 20:World Reporter 1997-2000/Nov 13		
(c) 2000 The Dialog Corporation plc		

24/3,K/1 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04028726 Supplier Number: 53342550 (USE FORMAT 7 FOR FULLTEXT)

Georgia regulators: Let the games begin.

Gas Daily, pNA

Oct 7, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1540

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...that point, the remaining customers will have 100 days to choose a supplier or be **randomly** assigned to a certified marketer. AGL's territory has nine different supplier pools: Atlanta, Columbus...in for the long term. So we're not particularly interested in startup ventures and **lowball prices** ." AGL's own marketing affiliate, Georgia Natural Gas Services, also plans a comprehensive marketing campaign...

...we're going to concentrate on now, is what we think people want: a competitively **priced** offer from the **most** reliable supplier," Payne said. One company claims it has already signed up a trove of...
...s nine pool delivery groups, the PSC declares competition exists in that pool. Final choice/**Random** assignment. Customers in the competitive pool have 100 days to choose a supplier or be **randomly** assigned to a marketer by the PSC.

24/3,K/2 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03885628 Supplier Number: 48493677 (USE FORMAT 7 FOR FULLTEXT)

-ECONOMIC RESEARCH SERVICE: Agricultural outlook -- Part IV of IV

M2 Presswire, pN/A

May 22, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 3785

... in feed quality. The CEE and NIS countries also found it difficult to compete with **low -cost** chicken legs from the U.S. In general, poultry fared better in Poland and Hungary...available than for poultry, and private producers responded to transition-induced increases in concentrated feed **prices** by substituting **lower** quality feeds. The result was lower feed productivity (more kilograms of feed are required per...

...output per animal. Private producers have essentially substituted their own labor (which has had a **low** opportunity **cost**) for **high -priced** material inputs, which has allowed private hog producers to hold their own. Most of these...in market infrastructure. In Russia and Ukraine, transport services are centered on railroads, and limited **highways** are deteriorating. Transportation **costs** from farmgate to consumer in Russia are estimated to be 20-40 percent of the...

...and market directly to consumers, slowing the development of an efficient economywide distribution system. The **high** transactions **costs** associated with poor market infrastructure explain the apparent anomaly that Russian meat processing operations located...

...small, private producers. Large producers, both state and private, have their own sources of information. **Low -cost** , publicly available information helps level the playing field so that small producers can compete. Credit...other aspects of the rule of law in commerce. Inconsistent application of the law and **random** enforcement of penalties continue to undermine business transactions in these three countries, as

does the...

24/3,K/3 (Item 1 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01348888 Supplier Number: 46160759 (USE FORMAT 7 FOR FULLTEXT)
Autodesk OEM Program Attracts New Partners and Reaches New Markets; Low Cost, Focused Applications Propel OEM Momentum.
Business Wire, p02201150
Feb 20, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 863

Organizations that have embraced Autodesk's OEM technology have been AutoCAD(R) **third party** developers looking to deliver **low cost**, application **specific** products; companies with enterprise-wide solutions looking to replace their homegrown CAD engines with AutoCAD...

24/3,K/4 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10676713 SUPPLIER NUMBER: 53344965 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Click 'til you drop.(Internet shopping)
Vogelstein; Warren, William J. Holstein; Susan Gregory-Thomas; Cohen, Fred; Lee, Evelyn; Egan, Jack
U.S. News & World Report, 42(1)
Dec 7, 1998
ISSN: 0041-5537 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2466 LINE COUNT: 00199

TEXT:

...cable and ADSL roll into households, providing direct connections to E-commerce sites. Personal search **agents**, which will scout multiple sites looking for a **specific** product at the **lowest price**, are also becoming available. Meanwhile, a recent three-year extension of the government's no...

24/3,K/5 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

10482785 SUPPLIER NUMBER: 21164522 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Boomtime for Publishers.(bargain book publishing)
Dahlin, Robert
Publishers Weekly, v245, n38, p46(1)
Sept 21, 1998
ISSN: 0000-0019 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2954 LINE COUNT: 00225

TEXT:

...earlier is that some of the strongest companies among our competition in the past--Smithmark, **Random** House Value--have reduced their presence." Lynn Bond, president of **Random** House Value Publishing, reports that while the company cut its list "way back" last year...

...of original titles, and R-H Value also handles remainders from the sizable family of **Random** House companies. "We really are reprinters, though," says Bond. "We look for trade books with an additional life at a promotional price point. We buy rights from the **Random** House group and outside houses, too." One of R-H Value's recent bestsellers was...

...S. offices. "We started 25 years ago as CLB, a book packager for places

like **Random House Value**, **Courage and Smithmark**," says **Vicki Korlishin**, v-p of sales and marketing for...Both Daab and Roseberry are alumni of the longer established Taschen imprint that specializes in **low-priced**, oversized, illustrated books, and which also has German origins. "In the last year we've...

...of our original titles this fall is **Gershwin in His Time**," says **Lynn Bond** of **Random House Value Publishing**. "It coincides with the 100th anniversary of **George Gershwin's** birth. Our...

...business operations **Janice Roseberry** also cites **Ride Free Forever: Harley-Davidson: The Legend**, a two-volume, slipcased work **priced** at \$79.98, as a book she expects to do well. A 62-year career...

24/3,K/6 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

09106089 SUPPLIER NUMBER: 17976623 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Consumer search costs and market performance.

Davis, Douglas D.; Holt, Charles A.

Economic Inquiry, v34, n1, p133(19)

Jan, 1996

ISSN: 0095-2583 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 9474 LINE COUNT: 00766

... omitted dynamic considerations, such as learning, or the possibility that buyers are able to keep **prices low** by exploiting the repeated nature of the market game to punish **high-pricing** sellers. Second, we wish to emphasize the differences between our implementation and that reported by...

...treatment, buyers were shown the complete list of prices actually posted in each period, without **seller identifications**. A **buyer** could avoid a search **cost** by making a purchase (if profitable) from one seller **randomly** selected by the experimenter. Alternatively, the buyer could pay a cost (ten cents) to obtain a sample of two or more **randomly** selected prices, so that a purchase could be made at the **lower price**. We decided not to reveal any prices to buyers unless they paid a search cost...

24/3,K/7 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

07314775 SUPPLIER NUMBER: 15826488 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Antitrust and managed competition for health care. (Symposium: Antitrust & Health Care 1994)

Yao, Dennis A.; Riordan, Michael H.; Dahdouh, Thomas N.

Antitrust Bulletin, 39, n2, 301-331

Summer, 1994

ISSN: 0003-603X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 10940 LINE COUNT: 00905

... outside the safety zone, the statements discuss the question of assumption of financial risk in **terms** of assessing the procompetitive efficiencies of such a venture: "Efficiencies that the **Agencies** are **most** likely to recognize include any **cost** savings associated with the assumption of financial risk by the participating physicians. The **Agencies** will also consider other possible efficiencies, such as reduced administrative costs, improved utilization review, improved...

24/3,K/8 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06500101 SUPPLIER NUMBER: 13929784 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Incomplete contracting: A laboratory experimental analysis.
Hackett, Steven C.
Economic Inquiry, v31, n2, p274(24)
April, 1993
ISSN: 0095-2583 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 11042 LINE COUNT: 00863

... less than or equal to] Y [is less than or equal to] 1 at (sunk)
cost [Y.sup.2].

After the **buyer** and **seller** choose X and Y in the first stage, the second stage begins with the realization of value and cost. Value is determined by comparing X to a **random** number uniformly distributed over the unit interval; if X is greater than or equal to the **random** number, then value is high, and otherwise value is **low**. Similarly, **cost** is determined by comparing Y to a **random** number uniformly distributed over the unit interval; if Y is greater than or equal to the **random** number, then **cost** is **low**, and otherwise **cost** is **high**. X, Y, V, and C then become common knowledge, and buyers and sellers must decide...

24/3,K/9 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06223731 SUPPLIER NUMBER: 14480319 (USE FORMAT 7 OR 9 FOR FULL TEXT)
From trust to contract: the legal language of managerial ideology, 1920-1980.
Kaufman, Allen; Zacharias, Lawrence
Business History Review, v66, n3, p523(50)
Autumn, 1992
ISSN: 0007-6805 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 22161 LINE COUNT: 01904

... insight and described the firm as a governance or organizational arrangement that economizes on transaction **costs**. (87)

Buying from others requires **less** commitment; yet, by contracting out, the economic actor faces a self-interested **agent** and incurs costs from **specifying**, monitoring, and policing the agent's behavior. These costs depend on the frequency with which...

24/3,K/10 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

06215825 SUPPLIER NUMBER: 12880333 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Price, quality and timing of moves in markets with incomplete information: an experimental analysis.
Grether, David M.; Schwartz, Alan; Wilde, Louis L.
Economic Journal, v102, n413, p754(18)
July, 1992
ISSN: 0013-0133 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 7037 LINE COUNT: 00554

... in all markets demand one unit per period at any price up to a limit **price** L. Uninformed **consumers** visit one **randomly selected seller**, observe that firm's **price** and, if it is **less** than L, purchase one unit. Otherwise they purchase nothing. Consumers have the option of becoming...

...the actual price-seller correspondence, which allows them to buy from one of the firms **charging the lowest price**, so long as that **price** equals or is **less** than L. Consumers are divided into two groups: [M.sub.1], face information acquisition cost...

24/3,K/11 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

04762154 SUPPLIER NUMBER: 08624172 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sneak preview of new Ross 'Dress For Less' in Salinas. (Ross Stores Inc.)
PR Newswire, 0711SF001
July 11, 1990
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 458 LINE COUNT: 00036

... company posted profits of \$30 million on sales of \$741 million. The off-price retailer **offers first** quality, in-season, branded apparel and footwear for the entire family at 20 percent to 60 percent **less** than department and specialty store **prices**, as well as complete departments for accessories, cosmetics and fragrances at similar savings.

-0- 7...

24/3,K/12 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

04535034 SUPPLIER NUMBER: 08253236 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Consumer response to humor in advertising: a series of field studies using behavioral observation.
Scott, Cliff; Klein, David M.; Bryant, Jennings
Journal of Consumer Research, v16, n4, p498(4)
March, 1990
ISSN: 0093-5301 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2777 LINE COUNT: 00238

... eight raters demonstrating the highest degree of interrater reliability proceeded to step two. These eight **rated** the emotions of **randomly selected shoppers** in a local mall. The six **raters** with the **highest** level of inter-rater reliability acted as judges for the nonverbal expression of enjoyment measure.

The measure was obtained...

24/3,K/13 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2000 The Gale Group. All rts. reserv.

04500392 SUPPLIER NUMBER: 08085546 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Advertising and product quality in posted-offer experiments.
Holt, Charles; Sherman, Roger
Economic Inquiry, v28, n1, p39(18)
Jan, 1990
ISSN: 0095-2583 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 5959 LINE COUNT: 00465

... grades of other units sold during the period.
The treatment with no advertising puts the **buyers** at even greater disadvantage. **Sellers choose prices** and grades at the beginning of each period, but nothing is posted on the board. After all buyers have been chosen in **random** order and have **selected sellers**, each **buyer** is shown the unit **price** for the **seller selected**. Each **buyer** can then reject the unit on the basis of such price information alone, but a...

...is then told the grade of the unit selected, which means the buyer learns the **price** and quality of at **most** one seller. Regardless of whether **price** was advertised, sellers were always informed of all prices and grades at the end of...

24/3,K/14 (Item 1 from file: 20)
DIALOG(R)File 20:World Reporter
(c) 2000 The Dialog Corporation plc. All rts. reserv.

02133825 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Survey of Home Buyers and Sellers Shows Strong Market Balance

PR NEWSWIRE

July 07, 1998 10:18

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1144

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... on the market. Interestingly, 45 percent said they were in no hurry to sell.

In **terms** of what they most wanted from real estate **agents**, 30 percent of **sellers** wanted help in **finding** a **buyer**, 28 percent wanted help in **pricing** their house competitively and 26 percent wanted to sell within a given time frame.

The...

?ds;show files

Set	Items	Description
S1	1	AU=WALKER J? OR WALKER, J? OR SPARICO T? OR SPARICO, T? OR WISSE, R? OR WISSE R?
S2	5016216	SELL? OR VEND? OR MERCHANT? OR STOR? OR SHOP? OR MARKET? OR AIRLINE? OR (TICKET? OR TRAVEL)()AGEN?
S3	2505529	CUSTOMER? OR SHOPPER? OR CONSUMER? OR BUYER? OR CLIENT?
S4	2606790	SELECT? OR CHOOS? OR PRIORIT? OR IDENTIF? OR FIND? OR LOCAT? OR MATCH?
S5	4399875	VOLUME? OR QUANTIT? OR MARKET()SHARE? OR MOST? OR HIGH? OR LOW? OR FEWER? OR LEAST? OR LESS?
S6	86371	RANDOM? OR PSEUDORANDOM?
S7	3851760	FARE? OR RATE? OR PRIC? OR COST? OR CHARG? OR FEE OR FEES - OR QUOT?
S8	1083824	AGEN? OR THIRD()PART? OR BROADCAST()BUREAU?
S9	2690628	CONDITION? OR CPO OR TERM? OR REQUEST? OR SPECIF? OR RESTRICT? OR QUALIFIER?
S10	39442	(FIRST? OR INITIAL? OR PREFER?) (N) (LOOK? OR REFUS? OR CHANC? OR OFFER?)
S11	0	S1 AND S2 AND S3 AND S4
S12	131788	S2(10N)S3(10N)S4
S13	10773	S9(10N)S12
S14	2130	S13(10N)S7
S15	700	S14(10N)S5
S16	41	S15 (S)(S6 OR S8 OR S10)
S17	41	RD (unique items)
S18	34	S17 NOT PY>1998
S19	30	S18 NOT PD>980218
File	15:ABI/Inform(R)	1971-2000/Nov 13 (c) 2000 Bell & Howell
File	9:Business & Industry(R)	Jul/1994-2000/Nov 10 (c) 2000 Resp. DB Svcs.
File	623:Business Week	1985-2000/Nov W1 (c) 2000 The McGraw-Hill Companies Inc
File	810:Business Wire	1986-1999/Feb 28 (c) 1999 Business Wire
File	275:Gale Group Computer DB(TM)	1983-2000/Nov 13 (c) 2000 The Gale Group
File	624:McGraw-Hill Publications	1985-2000/Nov 09 (c) 2000 McGraw-Hill Co. Inc
File	813:PR Newswire	1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc

19/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01606119 02-57108

Studying patterns of consumer's grocery shopping trip

Kim, Byung-Do; Park, Kyungdo

Journal of Retailing v73n4 PP: 501-517 Winter 1997

ISSN: 0022-4359 JRNL CODE: JRL

...ABSTRACT: Information Resources, Inc.) shopping trip data, it is found that 70% of shoppers visit grocery **stores** with **random** intervals and 30% with relatively fixed intervals. It is also found that clear differences between these "**random**" and "**routine**" **shoppers** are found in **terms** of several demographic and purchase behavioral characteristics. The "**routine**" **shoppers** are **identified** to have **higher** opportunity **costs** which make it difficult for them to visit the grocery **stores** more often and/or to switch stores. However, they spend more dollars for a given...

19/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01559784 02-10773

Price discrimination for pharmaceuticals: Welfare effects in the US and the EU

Danzon, Patricia M

International Journal of the Economics of Business v4n3 PP: 301-321 Nov 1997

ISSN: 0962-1369 JRNL CODE: INJE

WORD COUNT: 9255

...TEXT: can be viewed as attempts to reduce the distorting effects of indemnity insurance and imperfect **agency**. Thus ideally managed care eliminates the distortions that make the demand of those with indemnity insurance highly inelastic. Indeed, by imposing the pharmacy benefit manager as a patient **agent** who is informed about prices and qualities, demand with managed care is plausibly more elastic...

... lower premiums and/or lower out-of-pocket payments. Thus, managed pharmacy benefit plans are **most** attractive to price sensitive **consumers**

(Chart Omitted)

Captioned as: Figure 2. Effects of insurance on drug demand.

Competition in the **market** for health plans results in **matching** of **consumers** to health plans. Managed care plans attract the more price sensitive **consumers**, who are willing to accept **restrictions** on choice in return for lower **cost**, while **consumers** who are less willing to forego choice for lower **cost**, hence are less **price** sensitive, **choose** indemnity plans.¹⁵ The most **price** sensitive **consumers** **select** plans with a closed formulary, which have the greatest ability to shift **market** share and hence extract the deepest price discounts from manufacturers and offer the **lowest** premiums (*ceteris paribus*) but with the greatest restrictions on choice.

If this sorting model of...

19/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01352653 00-03640

In search of continuous quality improvement

Boone, Elisabeth
Rough Notes v139n12 PP: 30-33 Dec 1996
ISSN: 0035-8525 JRNL CODE: RNO
WORD COUNT: 2367

...TEXT: the Presidential Commission to Enhance Agency Value and charged it with this mission:

To strengthen **agency** values through **agency** -company-**vendor** -regulator combined expense reduction and sales/ service/productivity improvement. This

will create the **lowest** total **cost** for the **consumer** and at the same time increase **market share** for the independent **agency** system.

In more **specific terms**, this mission was expressed as "**identifying** new ways for **agencies** to grow, increase profitability and stability, and perpetuate their ownership and operations."
Chaired by agent...

19/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01334270 99-83666

Blind man's bluff: The ethics of quantity surcharges
Gupta, Omprakash K; Rominger, Anna S
Journal of Business Ethics v15n12 PP: 1299-1312 Dec 1996
ISSN: 0167-4544 JRNL CODE: JBE
WORD COUNT: 6702

...TEXT: As pointed out by Dickson and Sawyer (1990), this may be one possible explanation why **most** consumers do not even make **price** comparison within a **specific** brand. Their study also showed that about half of the **shoppers** were not even aware of product **prices**. Granger and Billson (1972) study showed that in a **randomly selected** group of **shoppers** about eighty percent believed that the smaller size laundry products were more expensive than larger sizes. Quite obviously, when **consumers** buy larger packages thinking that such products are cheaper, they make costly decisions and suffer...

19/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01298264 99-47660

Not made in Heaven
Nye, David
Across the Board v33n9 PP: 41-46 Oct 1996
ISSN: 0147-1554 JRNL CODE: CBR
WORD COUNT: 2674

...TEXT: director of research and media relations. "If the client isn't specific enough, a good **agency** will ask." Some temp **agencies** do firm-**specific** training for **high -volume clients**, and for a **fee**, will do so for smaller firms.

Select temporaries carefully. A temp **agency** or job **shop** should check the skills and background of candidates for an assignment to a **client** to the same extent that the **client** pre-screens candidates for regular positions. Candidates for the assignment should then be interviewed and **selected** by the **client**; and, if, as many firms with self-directed work teams now do, candidates for regular positions are interviewed and **selected** by the team members, use that same procedure to select contingents who will work with...

19/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01255694 99-05090

Environmental commodities markets: 'Messy' versus 'ideal' worlds

McCann, Richard J

Contemporary Economic Policy v14n3 PP: 85-97 Jul 1996

ISSN: 1074-3529 JRNL CODE: CPI

WORD COUNT: 6538

...TEXT: be cyclical with anticipated swings related to seasons and time of day; it can be **randomly** driven by natural events such as drought or atmospheric conditions; or it can be constant...

...users and between a user and the impact on the environment. When trading rights, both **markets** have "transport" **costs** that create a "wedge" between **buyers** ' and **sellers** ' values. Typical permits **specify** not only **quantity** but also temporal and spatial **location** , quality, transferability constraints, and even type of use (Hahn and Noll, 1982).

The many possible...

19/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

01027838 96-77231

United States

Golden, Arthur; Harty, Ronan; Cohen, Joel; Burke, Arthur

International Corporate Law Competition Law Supplement PP: 53-68 Apr 1995

ISSN: 0961-5326 JRNL CODE: ICL

WORD COUNT: 12419

...TEXT: the holding that the exchange of information in Container was unlawful.

Secondly, courts and enforcement **agencies** carefully examine the character of the information exchanged. Exchanges of current price data "have the...

... unlawful have consistently been held to violate the Sherman Act." In contrast, exchanges of average **price** data are more justifiable than exchanges of data that **identify specific buyers and sellers** .

Finally, the exchange of publicly available information is generally **less** subject to attack than is the exchange of more sensitive, confidential information. If the information...

19/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00925786 95-75178

Covering the market

Bolton, Ruth N

Marketing Research: A Magazine of Management & Applications v6n3 PP: 30-35 Summer 1994

ISSN: 1040-8460 JRNL CODE: MRE

WORD COUNT: 3332

...TEXT: characteristics are obtained by oversampling them.

But such disproportionate probability sampling methods can be very **costly** when the more variable **customer** group cannot be **identified** in advance

(i.e., stratification variable is not readily available). For example, in a **consumer market**, a researcher might consider a **random** digit dialing telephone survey followed by screening questions to **identify** and oversample the **highly** variable group(s). Unfortunately, oversampling **specific** groups in this way becomes prohibitively expensive when the percentage of eligible respondents is small...

19/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00828401 94-77793
Aftermarket shootout
Flint, Perry
Air Transport World v31n3 PP: 83-84 Mar 1994
ISSN: 0002-2543 JRNL CODE: ATW
WORD COUNT: 1157

...TEXT: self-supporting subsidiaries to counter this perception.

Of the three groups involved in O&R, **third party** shops--the independents--are the **most** vulnerable to changing market **conditions**, although they also enjoy certain advantages. Unlike OEMs and **airline shops**, **third party shops** are completely focused on O&R, so the **customer** is assured top **priority**. Furthermore, they tend to be the **lowest priced** option on the basis of time and materials, say the analysts. **Third party** shops "are not in the business of making money on selling new parts," notes one...

19/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00800996 94-50388
Marketing hotels using global distribution systems
Emmer, Rita Marie; Tauck, Chuck; Wilkinson, Scott; Moore, Richard G
Cornell Hotel & Restaurant Administration Quarterly v34n6 PP: 80-89 Dec 1993
ISSN: 0010-8804 JRNL CODE: CHR
WORD COUNT: 4628

...TEXT: for a laptop computer.

The system then displays a list of hotels that match the **agent's** criteria and includes basic information about each property (see Exhibit 6). (Exhibit 6 omitted) That stage is of critical importance for the hotel since **agents** determine which hotel(s) on the list to investigate further based only on the limited information displayed in that first inquiry. **Location** and **rate** are usually the **most** important criteria established by **travel agents** and their **clients**. A **client** may **specifically** require a corporate, government, or promotional **rate**, for example. If such a rate is displayed at this stage, a travel **agent** will be more likely to choose the hotel that displays the requested rate over another that doesn't. Special rates can attract the attention of travel **agents** and prompt them to look further into the hotel's detailed description. Some systems display...

19/3,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00643637 92-58577
An Efficient Concurrent Auction Model for Firm Natural Gas Transportation Capacity
Hogan, William W.

...TEXT: marginal bidder for low priority capacity. Hence the bid from the industrial plant sets the **price** for the low priority block. This bid establishes the **market** clearing price of 10 mills for the low **priority** block. And the difference in the award prices across the **priority** blocks reflects the opportunity **cost** for the commercial **customer** whose award is at the margin established across the **priority** blocks. The **market** clearing **price** is then 14 mills for high **priority** access. The commercial **customer** is awarded its capacity **request** but pays only the **market** clearing **price** for each **priority** block.

It should be emphasized that this use of the competitive or **market** clearing **price** approach greatly simplifies the bidders' problem in estimating the value to bid for a particular path. For example, consider the **third - party** broker who can purchase gas at known cost in a particular producing field and wants...

19/3,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00620696 92-35798

Macro-Determinants of Time on the Market

Asabere, Paul K.; Huffman, Forrest E.
Real Estate Issues v17n1 PP: 39-43 Spring/Summer 1992
ISSN: 0146-0595 JRNL CODE: RET
WORD COUNT: 2888

...TEXT: that if markets are efficient, then variations in TOM for similar properties should either be **random** events or they should be explained by broker/seller mispricing. Macro-economic activity will affect...

... when potential sellers pull housing from the market. Such supply adjustments may minimize the long-term impact of high unemployment **rates**. However, less active **markets**, even in equilibrium, may increase TOM as transaction **costs** increase to **find** suitable **buyers**.

The ability to obtain financing at suitable **rates** also may have a direct impact on TOM. High mortgage loan **rates** should increase TOM as **buyers** **find** it more difficult to obtain financing. TOM should increase as it becomes more difficult for **buyers** to qualify for loans and as marginal borrowers **buyers** drop from the **market**. Finally, inflationary pressures may play a role in the length of time required to **find** a **buyer**. Increasing inflation **rates**, **specifically** in housing, have two possible impacts. To the extent that housing is perceived to be...

19/3,K/13 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2000 Bell & Howell. All rts. reserv.

00602966 92-18069

Researching for an Answer

Cobb, Robin
Marketing PP: 25, 27 Feb 27, 1992
ISSN: 0025-3650 JRNL CODE: MAR
WORD COUNT: 1594

...TEXT: industry has problems. In another session it will be demonstrated that companies planning to commission **market** research for the first time will more often look to the Yellow Pages, rather than the membership list of the MRS, to **find** a supplier.

And in yet another session a speaker will point to a decline in long-term **client / agency** relationships, with **client** companies increasingly **shopping** around for the **most** competitive **rates** .

These are some of the current causes of anxiety in the research business. However, the...

19/3,K/14 (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00533025 91-07369

Las Vegas: Almost a Sure Bet

Schneider, Howard

Mortgage Banking v51n4 PP: 21-26 Jan 1991

ISSN: 0730-0212 JRNL CODE: MOB

WORD COUNT: 3679

...TEXT: prices.

Countrywide concentrates on building relationships with Realtors in the Las Vegas market, Lee says. **Agents** are relied on more in Las Vegas than other areas, he adds, since "most buyers are not that experienced in multiple-home ownership." In addition, Las Vegas **buyers** like having low loan-to-value ratios, and are "not as aggressive as California **buyers** would be" in **terms** of **choosing** loan types. Lee explains that Las Vegas is a fixed **rate** **market** .

Average loan size originated out of Countrywide's Las Vegas office is \$124,650, and...

19/3,K/15 (Item 15 from file: 15)
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00502549 90-28306

Excessive Retailing at the Bertrand Equilibria

Gal-Or, Esther

Canadian Journal of Economics v23n2 PP: 294-304 May 1990

ISSN: 0008-4085 JRNL CODE: CJE

...ABSTRACT: is made to demonstrate that, at the Bertrand equilibrium, producers prefer to be represented by **agents** that **sell** their products. The game is formulated in 3 stages: 1. Firms decide whether to **sell** directly to **consumers** or to contract with an **agent** . 2. Firms that decide to contract with **agents** **select** the **terms** of trade. 3. **Agents** and producers not represented by **agents** **select** retail **prices** and provide **quantities** of output demand by **consumers** at such **prices** . It is shown that, in oligopolistic **markets** where competition is in **prices** , firms may elect to be represented by **agents** , even if the **agents** do not provide any special services to the firms. Contracting with the **agents** serves as a way to relieve competitive pressures in the market. An equilibrium is obtained where all firms are represented by **agents** , because the benefit of a single firm to contract with an **agent** is an increasing function of the number of firms already contracting with **agents** . Hence, if the contracting cost is relatively low, a unique equilibrium exists where all firms contract with **agents** .

19/3,K/16 (Item 16 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00369771 87-28605

Whom Do Customers Think of First?

Woodside, Arch G.

...ABSTRACT: make a purchase. To examine this issue, a survey was conducted of how factory purchasing **agents** choose among competing industrial maintenance, repair, and overhaul (MRO) product distributors. It was found that...

... promises. 3. They had knowledgeable inside and outside salespeople. 4. The maintained stable and reasonable **prices** . **Most** MRO **marketers** do not know the share of requirements they have been awarded by **specific clients** or where they are positioned in **customers** ' minds. These **findings** suggest that industrial **marketers** may benefit from learning their supplier mind position (SMP) ratings among segments of current and potential **customers** . The SMP index indicates the relative awareness of **vendors** in the minds of customers. ...

19/3,K/17 (Item 17 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00368359 87-27193

Dynamics of a Retail Market with Search Processes

Caron-Salmona, Helene; Lesourne, Jacques
European Economic Review v31n5 PP: 995-1021 Jul 1987
ISSN: 0014-2921 JRNL CODE: EER

...ABSTRACT: lacks rigor and coherence. A family of models is developed in which: 1. buyers and **sellers** initially have no information on the **conditions** prevailing on the **market** but acquire this information progressively from their own observations, 2. **buyers** look for retailers in order to buy at the **lowest** possible **price** , and 3. every **seller chooses** , at the beginning of a period, the **quantity** that the seller will put on sale and at which price. The goal is to...

... The central model is illustrated with a simple example that facilitates the understanding of the **agents** ' behavior and of the market dynamics.
...

19/3,K/18 (Item 18 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00328841 86-29255

Staying Close to Clients Despite Market Problems

Bombard, Steven
Rough Notes v129n8 PP: 26-27 Aug 1986
ISSN: 0035-8525 JRNL CODE: RNO

...ABSTRACT: well-informed during the renewal process. Due to the demands of the renewal process, the **agency** has had to institute prescreening of prospective **clients** . An **agent** 's ability to **match** the **client** with the best **price** is what wins new business in the current tight **market** . Kenney, Webber & **Lowell** have employed numerous **marketing** strategies, including: 1. newsletters written **specifically** for its clients by **agency** management and staff, 2. the sale of supporting lines of insurance to clients, and 3...

19/3,K/19 (Item 19 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00032933 75-11383

CONSUMERS MAY ALTER BUYING, BUT CHANGES MAY NOT BE PERMANENT
MARKETING NEWS V9 N8 PP: 8 OCT. 24, 1975

...ABSTRACT: PRICES AS THE NO. 1 VARIABLE IN THESE INFLATIONARY TIMES. ENERGY SHORTAGES HAVE CAUSED THE **SHOPPER** TO TRY TO **SHOP** ONLY ONCE A WEEK. **SHOPPERS** HAVE BECOME MORE **SELECTIVE**, BUT BASIC PURCHASING PATTERNS HAVE NOT CHANGED. THERE IS ALSO EVIDENCE THAT **CONSUMERS** ARE BECOMING **CONDITIONED** TO THE **HIGHER** PRICE LEVELS OF CERTAIN **MARKETS** AND ARE RESUMING THEIR FORMER BUYING HABITS. ONE INDICATION THAT BUYING HABITS ARE NOT BEING...

... NOT BE PERMANENT. IN THE FUTURE IT WILL BE INCREASINGLY IMPORTANT FOR MANUFACTURERS AND ADVERTISING **AGENCIES** TO BE ABLE TO ANTICIPATE CHANGE AND ADAPT TO IT. SUCH ABILITIES WILL BE AMONG...

19/3,K/20 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01109236 (USE FORMAT 7 OR 9 FOR FULLTEXT)
SABRE DEBUTS A NEW BASIC BOOKING PRODUCT--BUT DOES IT GO FAR ENOUGH?
(SABRE Travel Information Network launched new product that will assist bookings on Southwest, other no-frills airlines)
Travel Agent, v 274, n 3, p 1+
January 23, 1995
DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 939

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...the four major res systems for refusing to pay CRS participation fees -- something that angered **agents** who could no longer book the carrier easily except through SABRE. The move highlighted the problems **agents** have booking airlines that are not on the CRS, as well as the costly fees...

...however, SABRE Travel Information Network (STIN) introduced a new product, with Southwest as its first **customer**, that will facilitate bookings on the **low -fare** carrier and any other no-frills **airline** that **chooses** to participate.

Called Basic Booking **Request** (BBR), STIN's new product allows an **agent** to reserve a Southwest flight with just a few strokes, eliminating the annoying task of...

...a "knock-your-socks-off" development that will reduce the time spent by Southwest res **agents** on travel **agent** calls. (BBR also is available for EASYS SABRE and corporate SABRE users.)

Although Southwest's...

19/3,K/21 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0018340 BW087

PREFAX TRAVEL: 3-way computer reservations system links business offices, airlines, travel agency

July 28, 1986

Byline: Business, Travel & Aviation Editors

...demonstrated travel-cost reductions of up to 30 percent.
Operationally, the PreFax system ties office **terminals** to TWA's

PARS worldwide computer database from over 200 **airlines** . Bookings made by **clients** are automatically transmitted to PTM, where a **travel agent** :

- Checks discount **fares** available on the **selected** flights to ensure bookings at the **lowest prices** in conformance with travel policies of the individual companies.
- Books the **client** 's hotel and car reservations, at special discount **rates** available to PTM.

A transmittal back to the client -- sent within 20 minutes of the...

19/3,K/22 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0001159 BW253

JET AMERICA: ashes fares

January 16, 1986

Byline: Business Editors/Aviation Writers

...solution.

"We have committed to the air traveling public that Jet America will offer the **lowest fare** , without the difficult **restrictions** , in the **markets** we serve. Our **customers** appreciate this action and, the **travel agencies** with whom we work, find our simple **fare** structure easy to understand and profitable.

"In addition, our employees are able to respond to **customer** need much easier and faster without all the rules and regulations some so-called discount...

19/3,K/23 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01466784 . SUPPLIER NUMBER: 11719820 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Phil Salin and AMIX. (American Information Exchange)
RELease 1.0, v91, n12, p6(4)
Dec 26, 1991
ISSN: 1047-935X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1902 LINE COUNT: 00144

... lets you select certain items by category or keywords (although certainly you could program an **agent** to do so). The system isn't a database (or even a document server) to...foreign markets.) First, AMIX properly sees its role as facilitating transactions among (relative) strangers and **lowering** transaction **costs** for searches, not as a way to tax long-term relationships between **sellers** and **buyers** . In the end, the **buyer** comes to the **market** to find the information; the seller, who pays the **fees** to AMIX (although of course it's built into prices) comes to the market to...

19/3,K/24 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01259509 SUPPLIER NUMBER: 07194159 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Life on the federal frontier: I-S in transition: government. (information systems) (includes related articles on Unix as a federal portable operating system standard, a recent Department of Defense procurement that went without problems, and information resources management at the U.S. Department of Agriculture)

Kull, David
Computer Decisions, v20, n11, p61(7)
Nov, 1988
ISSN: 0898-1825 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2987 LINE COUNT: 00238

... made price the determining factor in computer procurement, a number of other mainframe and minicomputer **vendors** moved in with a collection of incompatible systems, nearly driving Big Blue out of Washington.

Over the past decade, federal **buyers** have been **finding** ways around the **low -cost vendor restriction**. Still, they **find** it nearly impossible to **specify** "proprietary" products. Doing so is, on its face, anticompetitive, and **vendors** left out by the **specification** have ample opportunity to protest an **agency**'s every move. "Everybody gets a shot at our bucks," says Frank McDonough, who, as...

19/3,K/25 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2000 McGraw-Hill Co. Inc. All rts. reserv.

0618676

LET'S NOT DRAG OUR FEET IN MOVING TO COMPETITIVE POWER MARKETS

Inside FERC November 7, 1994; Pg 10

Journal Code: FERC ISSN: 0-163-948X

Section Heading: ELECTRIC POWER

Word Count: 339 *Full text available in Formats 5, 7 and 9*

TEXT:

...on board, ELCON and its partners are now seeking to attract residential, commercial and other **ratepayer** groups to the cause, Anderson said. "The long- **term** promise is **lower - cost** power for all **consumers** and a growing, more productive domestic economy," said the treatise, which **identified** eight basic principles.

The document said: **market** forces set better commodity **prices** than government or regulatory **agencies**; laws and regulations that restrict market development must be rescinded; full benefits will not be...

19/3,K/26 (Item 2 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2000 McGraw-Hill Co. Inc. All rts. reserv.

0437588

TENNESSEE OUTLINES TIMETABLE FOR 636 IMPLEMENTATION BY APRIL 1

Inside FERC November 9, 1992; Pg 7

Journal Code: FERC ISSN: 0-163-948X

Section Heading: ORDER 636 COMPLIANCE

Word Count: 855 *Full text available in Formats 5, 7 and 9*

TEXT:

... make various service elections by Jan. 30. It would respond by Feb. 15 with new **rates** based on those elections and would announce the level of **storage** capacity available for large customers. On March 1 Tennessee would provide a pro-rata allocation for receipt point elections, and large **customers** would elect **storage quantities**. By March 15, **customers** would **choose** alternate primary receipt points and non-converting **customers** would elect remaining **storage** capacity. Throughout the process, Tennessee said, it would accept **requests** for assignment of gas purchase agreements and transportation capacity on **third - party** pipelines.

Tennessee noted that its plan has changed substantially since it offered a draft version...

19/3,K/27 (Item 1 from file: 813)

DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1206967

CHTU013

VoiceLog Announces Cost Effective Verification for Electric Service Changes

DATE: January 6, 1998 10:13 EST WORD COUNT: 430

...require all electric service changes to be verified, and all residential orders will specifically require **third party** verification. "With the advent of electric utility competition in the US, **marketers** will need similar tools to those currently used in the telephone industry to verify a **customer** 's order," said Jim Veilleux, President of VoiceLog. "VoiceLog offers the **most cost** -effective solution available for documenting **customer selection** of an electric utility service provider."

VoiceLog(R) provides an automated process that outlines the **terms** of a service offering, asks **customers identification** information and permission for the service **selection** , and provides an instantly available recording of the transaction for auditing purposes. VoiceLog's process...

19/3,K/28 (Item 2 from file: 813)

DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1008128

NEW021

The GNI Group Reports First Quarter Results

DATE: October 16, 1996 11:25 EDT WORD COUNT: 337

...into GNIC's own plant early in calendar 1997 versus the current use of a **third-party** processor. The long-term planning for a successful assimilation included a redefinition of **market** and production strategies, including **selectivity** of **customer** projects.

These decisions, in the short-term , have tended to increase **costs** and decrease processing **volumes** .

The GNI Group, Inc., headquartered in Deer Park, Texas, is engaged in the manufacture of...

19/3,K/29 (Item 3 from file: 813)

DIALOG(R)File 813:PR Newswire
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0960787

ATW014

NEW WORLDSPAN POWER SHOPPER FIRST TO AUTOMATE SEARCH FOR WORLDWIDE LOW FARE OPTIONS PRIOR TO BOOKING ITINERARY

DATE: June 12, 1996 16:00 EDT WORD COUNT: 524

...to subscribers:

- To engage Power Shopper, only one streamlined entry is required, which allows travel **agents** more time to focus on **customer** service.
- The **most** time-consuming of all reservations functions -- **finding** the right itineraries and **fares** for travelers -- are completely automated through the system.
- Within seconds of an **agent** 's **request** , Power **Shopper** will build itineraries from integrated worldwide availability and **fare**

information, retrieved directly from the WORLDSPAN test.

- A prompt is included in the display for confirming a reservation once an option is **selected** .
- A new library script is available to WORLDSPAN(R) for Windows(TM) users which invokes Power **Shopper** (or Power **Pricing**). The script provides intuitive menus with point-and-click technology to improve accuracy and ensure...

19/3,K/30 (Item 4 from file: 813)

DIALOG(R) File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

0701468

CLFNS2

HART'S SMART HOME BUYING TIPS

DATE: May 3, 1994

07:33 EDT

WORD COUNT: 514

...bad deal. In real estate, haste does make waste.

2. Take Stock: Before calling an **agent** get pre-qualified for your home financing. Knowing how much you're qualified to borrow...

...estimate of home financing...comparison of the good faith estimates is the only way to **identify** the **lowest** **cost** lender.

3. Understand the **Agents** Role: **Agents** represent home **sellers** and not **buyers** unless there is a **specific** "**buyer** broker agreement" between the **agent** and the buyer. Otherwise, the **agent** represents the home seller and has (legal duty) to sell the home for highest possible price. This means an **agent** is an "economic enemy" in a real estate deal. The only good "buyer broker" is...